

UNITED STATES OF AMERICA
GENERAL SERVICES ADMINISTRATION
FEDERAL ACQUISITION SERVICE

ALLIANT 2 SMALL BUSINESS PRE-PROPOSAL CONFERENCE

Washington, D.C.

Monday, July 18, 2016

1	PARTICIPANTS:	1	There will not be a question and answer
2	Introduction:	2	session during this call. However, please feel
3	DEAN COLE	3	free to email your questions to A2SB@gsa.gov.
4	Business Management Specialist, ITS	4	That's A2SB@gsa.gov.
5	GWAC Success and Overview:	5	Also, please be advised that we have a
6	MICHAEL McFARLAND	6	certified court reporter transcribing today's
7	Director of Acquisition Operations, ITS	7	event, and the transcript will be posted to
8	GWAC Program:	8	FedBizOpps in the days following this call.
9	CASEY KELLEY	9	Transcripts from the live sessions that we held
10	Acting GWAC Program Director & A2/A2SB Project	10	last week in D.C. for both A2SB and Alliant 2
11	Manager, ITS	11	Unrestricted will also be posted to FedBizOpps at
12	GREG BYRD	12	that time.
13	Alliant 2 Small Business Procuring Contracting	13	And now without further ado, I'm going
14	Officer	14	to turn you over to Greg Berg, the Procuring
15		15	Contractor for Alliant 2 Small Business. Thank
16		16	you.
17		17	Take it away, Greg.
18		18	MR. BYRD:: All right, thank you, Dean.
19		19	As Dean said, I'm Greg Byrd. I'm the Alliant 2
20		20	Small Business GWAC Procuring Contracting Officer.
21		21	Today in response to questions, I will be speaking
22		22	extemporaneously about the A2SB RFP. If there is
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1	P R O C E E D I N G S	1	a difference between what is said today and the
2	(1:00 p.m.)	2	written language of the RFP, the written language
3	OPERATOR: Thank you for standing by.	3	of the RFP governs. Only an RFP amendment posted
4	All participants will be on listen only for the	4	on FedBizOpps can change the RFP.
5	duration of today's conference. This call is	5	I am very pleased to be visiting with
6	being recorded. If you have any objections, you	6	you today at this virtual pre-proposal conference.
7	may disconnect at this time.	7	GSA has been successfully and thoughtfully
8	I would like to now turn the call over	8	partnering with industry on GWACs, and A2SB is
9	to Mr. Dean Cole. Sir, you may begin.	9	leading the way into the future for federal
10	MR. COLE: Thanks, Jennifer. Hello, and	10	information technology acquisition.
11	welcome to the Alliant 2 Small Business GWAC	11	As the procuring contracting officer for
12	Virtual Pre-proposal Teleconference. I'm Dean	12	A2SB, what I want to accomplish today is to share
13	Cole, Business Manager and Specialist in the Small	13	an overview of the RFP structure to reply to some
14	Business GWAC Division located in hot and humid	14	of the questions asked to date that were sent to
15	Kansas City, Missouri. Joining me just a little	15	A2SB@gsa.gov. Regarding questions and responses,
16	bit later on will be the Procuring Contracting	16	please recall that GSA reserves the right to
17	Officer for Alliant 2 Small Business, Greg Byrd.	17	publicly discuss and publish, or simply consider
18	But before we begin, I'd like to make a	18	questions and comments regarding the RFP.
19	few administrative announcements. I'm sure you	19	That said, in the time available today,
20	were told this, but if you require technical	20	it is not possible to address every question that
21	assistance during a call, press Star 0, and the	21	has been received. But I will touch on some that
22	operator will help you out.	22	have been asked frequently or stand out.
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<p>1 You can expect one or more rounds of 2 questions and responses to be published on FBO, 3 including those that are covered today.</p> <p>4 As Dean said earlier, a transcript of 5 the two live sessions of the pre-proposal 6 conference conducted last week in Washington, D.C. 7 will be posted on FedBizOpps when they are 8 available.</p> <p>9 Please remember the A2SB procuring 10 contracting officer is the sole point of contact 11 for this procurement, and can be reached at 12 A2SB@gsa.gov.</p> <p>13 In today's presentation, I'm going to be 14 focusing primarily in Section L of the 15 solicitation. What I'm going to be doing as I go 16 through it is I'm not going to actually be saying 17 questions and giving then you answers to those 18 questions, but I'm going to be weaving them 19 throughout my presentation and just answer them 20 conversationally as I go through this.</p> <p>21 First off, the Alliant 2 Small Business 22 GWAC is a multiple award, indefinite delivery,</p> <p style="text-align: right;">Page 6</p>	<p>1 incentives that adhere to those.</p> <p>2 And there will be an option to hold open 3 seasons. And the beauty of the evaluation 4 methodology that we're using is that it makes 5 these open seasons easier and more likely to 6 (inaudible), for instance, at the option period. 7 Now, as I said earlier, I think of most interest 8 to all those that are potential offerors is the 9 proposal format and in Section L. And that's what 10 I'm going to be focusing on today, and it is what 11 I focused on in the live pre-proposal conferences 12 that we held last week.</p> <p>13 So, for instance, we're going to be 14 going through Volume 1, general, Volume 2, 15 relevant experience, Volume 3, past performance, 16 Volume 4, system certifications and clearances, 17 Volume 5, organizational risk assessment, Volume 18 6, cost price, and Volume 7, responsibility.</p> <p>19 Before I get started, I would like to 20 note that we have been getting a lot of questions 21 on the A2SB@gsa.gov, and we are well aware of 22 numerous typos or sections of the RFP that are not</p> <p style="text-align: right;">Page 8</p>
<p>1 indefinite quantity contract for IT services and 2 IT services-based solutions. It is a total small 3 business set aside. The NAICS Code is 541512, and 4 the associated small business size standard is 5 27.5 million.</p> <p>6 The key to this is that, also is that, 7 as we'll get into later in the presentation, if 8 you're a prime with a team of subcontractors and 9 joint venturers, each one of the members, whether 10 it be a subcontractor or a member to a joint 11 venture, all have to meet this size threshold, and 12 it has to be the NAICS Code 541512. They can't 13 use another NAICS Code that uses, for instance, a 14 employee, number of employees, or such as that. 15 It has to be 541512, and the corresponding 27.5 16 million.</p> <p>17 It is a base period of five years with 18 one five-year option period that may extend the 19 cumulative term of the contract to ten years. It 20 is for worldwide geographic coverage. It allows 21 for fixed price, cost-reimbursement, time and 22 materials, labor hour type task orders and all the</p> <p style="text-align: right;">Page 7</p>	<p>1 cited correctly, and we've already accumulated 2 those in preparing for an amendment that will be 3 coming out soon that will take care of those 4 issues.</p> <p>5 Okay. Starting with Volume 1, general. 6 As far as the Standard Form 33, you will note, as 7 was told to us through the questions and answers, 8 we did realize that we did had a due date on the 9 SF 33 that was incorrect. There was a corrected 10 Standard Form 33. That was uploaded to 11 FedBizOpps. The due date is August the 29th at 12 4:00 p.m. Central Time.</p> <p>13 What I'd like to say about, the next 14 thing I'd like to talk about is the document 15 verification and self-scoring worksheet. The one 16 thing I would like to say about that is that in 17 addition to the Excel file that is supposed to be 18 submitted with your proposal, we want one paper 19 copy of your L.P-1. The paper copy is for our 20 efficiencies. As we open up packages, we can 21 start accumulating them and start putting down the 22 points, and start doing that tabulation.</p> <p style="text-align: right;">Page 9</p>

<p>1 So it's very important for you guys that</p> <p>2 when you do that type of copy of your L.P-1,</p> <p>3 document verification and self-scoring worksheet</p> <p>4 that it does jive with the electronic version of</p> <p>5 it that's in your proposal, the Excel version of</p> <p>6 it, because you're going to be ranked, initially</p> <p>7 ranked with that paper copy of that J.P-1.</p> <p>8 The next topic in the general is the</p> <p>9 meaningful relationship commitment letters. We've</p> <p>10 had a number of the questions about this. What I</p> <p>11 would say about this is that, these are meaningful</p> <p>12 relationships when companies are sharing resources</p> <p>13 within a corporate structure such as division,</p> <p>14 subsidiaries, parent companies, and et cetera. So</p> <p>15 it is, those are when an offeror is using the</p> <p>16 resources of another entity within that corporate</p> <p>17 organization, that's when the meaningful</p> <p>18 relationship commitment letters are applicable.</p> <p>19 Now, I'm sure you guys saw the major</p> <p>20 change that happened between the draft RFPs and</p> <p>21 the final RFP, and that had to do with CTAs or</p> <p>22 Contractor Teaming Arrangements.</p> <p style="text-align: right;">Page 10</p>	<p>1 use experience that was performed under a joint</p> <p>2 venture when they were the only joint venture</p> <p>3 member that was performing the work and all the</p> <p>4 verification requirements that go with that that</p> <p>5 are explained into the RFP. That is what that is.</p> <p>6 The next thing is just the professional</p> <p>7 employee compensation plan and the uncompensated</p> <p>8 overtime policy. Those are what they are.</p> <p>9 The next topic, the representations and</p> <p>10 certifications, we need to make sure that we have</p> <p>11 reps and certs for all members of a joint venture,</p> <p>12 including the joint venture, and all, the prime</p> <p>13 contractors and all of the subcontractors if it's</p> <p>14 a prime contractor/subcontractor team.</p> <p>15 Going to Volume 2, relevant experience,</p> <p>16 this is a question that we got because of the</p> <p>17 statement that we had in the RFP. What we say in</p> <p>18 the RFP is that all relevant experience must have</p> <p>19 been preformed as a prime contractor. What we</p> <p>20 mean by that is that even if it is a joint</p> <p>21 venture, or a prime and a subcontractor team, that</p> <p>22 any relevant experience that is cited in your</p> <p style="text-align: right;">Page 12</p>
<p>1 We did make some major changes to the</p> <p>2 solicitations in light of the NBAA 2016 that dealt</p> <p>3 with small business contractor teaming</p> <p>4 arrangements. So we are allowing now newly-formed</p> <p>5 joint ventures, and we're also allowing a prime</p> <p>6 and a team of subcontractor to propose on the</p> <p>7 solicitation.</p> <p>8 As far as the, in Volume 1, general,</p> <p>9 this is just where you would give us a copy of</p> <p>10 your joint venture, or where the subcontractor,</p> <p>11 the subcontractor letters of commitment that are</p> <p>12 required by the RFP, if it is a prime and</p> <p>13 subcontractor's CTA.</p> <p>14 The third one under this topic is the</p> <p>15 claiming prime contractor relevant experience from</p> <p>16 an existing or Previous joint venture or a</p> <p>17 partnership. I'm going to be explaining some</p> <p>18 prime contracting issues in a little bit later,</p> <p>19 but this is one of the exceptions where the</p> <p>20 experience of the offeror does not have to be as a</p> <p>21 prime contractor.</p> <p>22 We are allowing a prime contractor to</p> <p style="text-align: right;">Page 11</p>	<p>1 proposal, if it's a member of your team, for</p> <p>2 instance, a subcontractor, a prime subcontractor,</p> <p>3 and they're using that subcontractor's experience</p> <p>4 to satisfy a relevant experience, that work that</p> <p>5 that subcontractor had bid had to be done as a</p> <p>6 prime contractor. It can't be work as a</p> <p>7 subcontractor.</p> <p>8 So if you're citing, if you have a JV</p> <p>9 and one of the members of the JV is using a</p> <p>10 relevant, one of their relevant experience</p> <p>11 citation, that member of that JV had to have</p> <p>12 performed as the prime contractor on that work.</p> <p>13 As far as PSC Group relevant experience,</p> <p>14 as stated in the RFP, the value of the project,</p> <p>15 which is the value as defined in the RFP, has to</p> <p>16 be \$1 million. It can be cited no more than one</p> <p>17 time in the PSC, and it has to be ongoing or</p> <p>18 completed within five years with one year of</p> <p>19 performance.</p> <p>20 The only exception to the one-year of</p> <p>21 performance is an interim or final CPARS, PPIRS, a</p> <p>22 completed award determination, or a period of</p> <p style="text-align: right;">Page 13</p>

<p>1 performance that's less than one year, and 2 completed, and meets all of the other requirements 3 to be used as a PSC Group relevant experience.</p> <p>4 We ask the offerors to use their 5 reasonable discretion in determining if a PSC is 6 integral to the project. It only has to be 7 integral to the project and not necessarily the 8 primary PSC for we are not asking offerors to try 9 to get contracting, ordering contracting officers, 10 or contracting officers to try to make changes to 11 the FPDS-NG. Changes, we don't want the CO making 12 changes to the FPDS-NG, primarily because the PSC 13 doesn't have to be the primary PSC. It only has 14 to be integral to the work being performed on the 15 project.</p> <p>16 There are two types of verification of 17 PSC Group relevant experience. The first one is 18 the FPDS-NG available, is complete and accurate. 19 All of the information for the PSC Group relevant 20 experience can be verified on the FPDS-NG report. 21 If it is available, if it is complete, 22 and if it is accurate, all you simply have to send</p> <p style="text-align: right;">Page 14</p>	<p>1 Now, if it's not federal work, and it's 2 a commercial work, then, of course, there's not 3 gonna be a FPDS-NG report available. The J.P-2 4 template form for the PSC Group relevant 5 experience would apply. Would be filled out the 6 same way, except it would be signed by a corporate 7 officer, or an official of that commercial entity 8 that the experience comes from.</p> <p>9 Now, there are a number of extra points 10 that can be acquired through the PSC Group 11 relevant experience. The first extra point is the 12 experience project size and complexity. As you 13 saw in the RFP, projects from 2 to 5 million earn 14 points, projects from 5 to 15 million earn even 15 more point, and projects greater than \$15 million 16 earn the greatest amount of points. The second 17 one is demonstrating experience with multiple 18 federal government customers. This is another one 19 that you may have noticed as a change from the 20 draft RFP. And the final RFP we changed, instead 21 of having the list that we had in the original, we 22 changed it to simply being the funding agency ID</p> <p style="text-align: right;">Page 16</p>
<p>1 in is the J.P-2, the relevant experience PSC 2 template, the FPDS report, and the statement of 3 work. That's all that's required. And that's it. 4 All of the elements in the PSC Group relevant 5 experience is verified by that FPDS report.</p> <p>6 If the FPDS-NG report is unavailable, or 7 if it's incomplete or inaccurate, the J.P-2 Form 8 must be signed. The default is the contracting 9 officer. If the contracting officer is not 10 available, we will allow a contracting officer's 11 representative, which includes the contracting 12 officer's technical representative.</p> <p>13 In that case, the documents that we need 14 is the J.P-2, the template. We need the FPDS 15 report because some of it can verify some of the 16 elements in the PSC Group relevant experience. We 17 need the award form, such as a Standard Form 33, 18 Standard Form 1447, or others that are listed in 19 the RFP. We want a copy of the statement of work 20 which the pertinent sections are highlighted 21 spelling out where that PSC was integral to that 22 project.</p> <p style="text-align: right;">Page 15</p>	<p>1 that you can find on FPDS-NG.</p> <p>2 The funding agency ID actually open up 3 more opportunities for demonstrating experience 4 with multiple federal government customers because 5 it's much more than the list that they originally 6 had in the draft.</p> <p>7 Now, this is one of the three. This is 8 number one. The next three, including this one, 9 can only be verified by FPDS. That's if there's 10 no other verification methodology. If it can't be 11 verified by FPDS-NG, you won't get the points for 12 those particular projects.</p> <p>13 The next one is project with cost 14 reimbursement. That, again, is only verified with 15 FPDS-NG. We are interested in contracts, task 16 orders, what have you, that were primarily cost 17 reimbursement type contracts. If there a cost 18 reimbursement element within another type of 19 contract, for instance, if it's primarily fixed 20 price, that would not get points. FPDS-NG has to 21 show the type of contract, again, a cost 22 reimbursement type contract, in order to gain</p> <p style="text-align: right;">Page 17</p>

<p>1 those additional points.</p> <p>2 And the third one that is only verified</p> <p>3 through FPDS-NG is the fair opportunity task order</p> <p>4 award against multiple award IDIQ contracts.</p> <p>5 Again, it's FPDS only, and these are</p> <p>6 task orders awarded against multiple award IDIQ</p> <p>7 contracts such as, that are explained in FAR Part</p> <p>8 16.505. They had to have been task orders that</p> <p>9 were awarded the fair opportunity competition.</p> <p>10 Federal supply schedules, and FAR Part 8 type task</p> <p>11 orders do not count.</p> <p>12 What we are looking for under this is we</p> <p>13 are looking to give additional points to those</p> <p>14 companies, those offerors, that have experience in</p> <p>15 managing the type of contracts that the Alliant</p> <p>16 Small Business GWAC is. Much, much different than</p> <p>17 federal supply schedule type contracts.</p> <p>18 So if it's a fair opportunity task order</p> <p>19 against a MA IDIQ contract where fair opportunity</p> <p>20 was provided for in accordance with FAR 16.505,</p> <p>21 then you will get additional points for those</p> <p>22 citations.</p> <p style="text-align: right;">Page 18</p>	<p>1 So, for instance, a task order or a</p> <p>2 contract may be primarily in the United States,</p> <p>3 but it has a contingent of that contract with</p> <p>4 workers that are outside the United States, or in</p> <p>5 a foreign location. And that is okay. And that</p> <p>6 can be verified through the verification process</p> <p>7 that was mentioned earlier.</p> <p>8 The last thing about the PSCs I would</p> <p>9 like to say is that we had had a lot of questions</p> <p>10 about additional descriptions, or definitions of</p> <p>11 PSC Code. We're deferring to the PSC Code Table,</p> <p>12 Federal Procurement Data System Product and</p> <p>13 Services Code Manual. The website for that manual</p> <p>14 is actually in the RFP, and that's all we're going</p> <p>15 to say. That is the information that we have for</p> <p>16 the RFP for the PSC Code Table, or for the PSC</p> <p>17 Code.</p> <p>18 The next thing I'm going to talk about</p> <p>19 is the leading edge technology relevant</p> <p>20 experience. The leading edge, from here on out</p> <p>21 I'll call it LET, the LET value has to at least be</p> <p>22 150,000. The one thing that I will say is that</p> <p style="text-align: right;">Page 20</p>
<p>1 The next PSC relevant experience that</p> <p>2 you can get from additional points is project in a</p> <p>3 foreign location. We define foreign location in</p> <p>4 the RFP as outside the United States, and we</p> <p>5 define the United States as being the contiguous</p> <p>6 48 states, Alaska, Hawaii, and the United States</p> <p>7 possessions and territories and possessions.</p> <p>8 Everything outside of those is what's</p> <p>9 called, is what's considered in the RFP as a</p> <p>10 foreign location. And it has to be, to get the</p> <p>11 extra points for a project in a foreign location,</p> <p>12 it has to be people actually working in that</p> <p>13 foreign location. It can't be temporary travel.</p> <p>14 It can't be TDY. It can't simply be travel to</p> <p>15 places outside the U.S. It has to actually be</p> <p>16 people working on the ground in that foreign</p> <p>17 location.</p> <p>18 Now, it does, we understand that, we're</p> <p>19 not using FPDS-NG necessarily, although it can,</p> <p>20 necessarily to verify this, because we're just</p> <p>21 interested in the contractor having experience</p> <p>22 with its employees in a foreign location.</p> <p style="text-align: right;">Page 19</p>	<p>1 each one of the -- in the PSC projects, there can</p> <p>2 be up to seven PSC citations. Four in Group 1, two</p> <p>3 in Group 2, and one in Group 1. So there's a</p> <p>4 total of seven PSCs that I was talking about</p> <p>5 earlier. Each one of those PSCs can be used one</p> <p>6 time in the leading edge technology relevant</p> <p>7 experience.</p> <p>8 So you can have up to seven times, seven</p> <p>9 citations in the leading edge technology relevant</p> <p>10 experience that was also a PSC relevant</p> <p>11 experience.</p> <p>12 As I said earlier, the value of each has</p> <p>13 to 150,000. It can be cited no more than one</p> <p>14 time. It has to be ongoing or completed within</p> <p>15 five years, with one year of performance, and,</p> <p>16 again, the only exceptions are there is an interim</p> <p>17 or final CPARS, a completed awards fee, or a</p> <p>18 period of performance of less than a year, and the</p> <p>19 project is completed.</p> <p>20 And just as the PSC, the leading edge</p> <p>21 technology only has to be integral to the project,</p> <p>22 and not necessarily the primary purpose. And,</p> <p style="text-align: right;">Page 21</p>

<p>1 again, we would ask that you use your reasonable 2 discretion in determining if a LET is integral to 3 the project. And I will say our evaluators will 4 use our reasonable discretion when determining if 5 that LET is a part of that project.</p> <p>6 The verification of leading edge 7 technology relevant experience submission is the 8 J.P-3. It is the relevant experience leading edge 9 technology template. The verification for the 10 leading edge technology is going to be much like 11 the PSC if the FPDS does not verify all of the 12 information. Again, it has to be signed. The 13 default is the contracting officer. It has to be 14 signed by the contracting officer, or the 15 contracting officer's representative. And if it's 16 a commercial product, it will be the corporate 17 officer or official of that company.</p> <p>18 We would want the award form again, 19 which as stated earlier, a thing such as the 20 Standard Form 33, Standard Form 1447, or any other 21 agency award form. And we want you to highlight 22 in the (inaudible) those pertinent areas that show</p> <p style="text-align: right;">Page 22</p>	<p>1 citations. So you can have one citation in one 2 LET, one citation in another LET, and one citation 3 in another LET, and that would mean that you hit 4 three.</p> <p>5 The difference, you can get additional 6 points for two to four leading edge technologies 7 hit. You can get more points for five to seven, 8 and you get even more points if you had greater 9 than eight as the number of leading edge 10 technologies relevant experience that you were 11 able to put a citation for leading edge relevant 12 experience.</p> <p>13 The leading edge technology listing with 14 the descriptions are in Section J.P-4, and that's 15 the leading edge technology description.</p> <p>16 Moving on to Volume 3, past performance 17 for relevant experience projects. We are asking 18 for a past performance on all PSC projects. So 19 that means that you can have a maximum of seven 20 past performance PPIRS that you would have to 21 submit to us.</p> <p>22 The one thing that I would like to say</p> <p style="text-align: right;">Page 24</p>
<p>1 that this LET was an integral part of the project.</p> <p>2 There's only one area that you can get 3 additional points in the leading edge technology 4 relevant experience, and that is, it is the 5 breadth of leading edge technology relevant 6 experience.</p> <p>7 Now, that's not the number of LET 8 citations. As you saw in the RFP, each leading 9 edge technology has three instances where you can 10 with points, you get more and more points, the 11 more that you can underneath a single LET up to 12 three times.</p> <p>13 So when you have ten leading edge 14 technologies in the RFP, if there's -- so that 15 means that you could have a maximum of 30 16 citations under the LET, leading edge relevant 17 experience, three for each leading edge 18 technology.</p> <p>19 What we mean by breath of leading edge 20 technology relevant experience doesn't mean simply 21 the number of LET citations. But it's the number 22 of LET categories that are hit with experience</p> <p style="text-align: right;">Page 23</p>	<p>1 about past performance is that if you go back to 2 the J.P-1, the self- scoring and document 3 verification worksheet, we had a lot of questions 4 about it not adding up when they put in their 5 citations for their past performance. One of the 6 reason that it's not adding up, the form works 7 well, is that there's a place in there where 8 you're supposed to put the number of PSC projects 9 because the points for projects actually change 10 according to the number of PSC projects that you 11 submit for past performance. So there's one space 12 in there that you have to put the number of 13 projects, and once you put that number in, then 14 everything works.</p> <p>15 Okay. We verify, our primary way of 16 verifying the past performance is through PPIRS. 17 There's two different ways to do this. It's 18 either the past performance PPIRS information 19 exists, and then we're only simply asking for a 20 copy of the most current PPIRS.</p> <p>21 If the past performance information does 22 not exist, we have provided a template, a J.P-5,</p> <p style="text-align: right;">Page 25</p>

<p>1 past performance rating form. This form is the 2 same format as the PPIRS and uses the same past 3 performance measures.</p> <p>4 We ask that you, if you don't, if PPIRS 5 is not available, we would ask that you send it to 6 your customer, have them fill out the past 7 performance form, and they should not send it back 8 to us. They have to send it back to you because 9 everything has to be in your package, in your 10 proposal that you send to us. So make sure that 11 your customers, if you have to have the form 12 filled out, make sure that your customers send 13 those forms back to you so that you can include it 14 in your proposal.</p> <p>15 The other thing about past performance 16 is that we do provide an opportunity for offerors 17 to provide a negative past performance narrative. 18 And this is optional. It is one page. We've been 19 made aware that the table, the format table said 20 double sided in it. That will be fixed in an 21 amendment. It is one page.</p> <p>22 And moving on to Volume 4, system</p> <p style="text-align: right;">Page 26</p>	<p>1 is right now, was a go-no go factor. So if you 2 didn't have that credential, you couldn't even 3 participate in the solicitation. We have, we've 4 eased that requirement. Right now it's just 5 simply another mechanism where you can gain 6 additional points.</p> <p>7 You can see from this -- I'd like to 8 talk about the cost reimbursement contract for 9 just a second. You can see from this, for 10 instance, this area where you can get additional 11 points, plus earlier in the PSCs, we had another 12 one where you could gain additional points if it's 13 a cost reimbursement type of a contract that is 14 your experience citation.</p> <p>15 As you can see, cost reimbursement 16 contracting is very important to us, and it's very 17 important to the Alliant 2 Small Business GWAC in 18 the future. And we know this from past history. 19 Cost reimbursement contracting was a huge success 20 on the Alliant Small Business contract. For a lot 21 of our customers, our agencies, especially DOD, is 22 a primary reason why they used the Alliant Small</p> <p style="text-align: right;">Page 28</p>
<p>1 certifications and clearances. The importance 2 about this section is that everything must be in 3 the name of the offeror, the prime contractor. If 4 it's a CTA being offered as a prime with a team of 5 subcontractors, all of these system certifications 6 and clearances must be in that prime contractor's 7 name.</p> <p>8 If it's a JV, it can be met one or two 9 ways. Either the JV has the system 10 certifications, and clearance for the additional 11 points, or every member of the JV has the 12 credential. If every member of the JV has the 13 credentials, then those points are available to 14 the offeror.</p> <p>15 Under Volume 4, the first thing is the 16 cost accounting system and audit information. 17 We've had many questions about this. I would say 18 that the, there's a huge change from the original 19 Alliant Small Business GWAC back when it was 20 awarded a number of years ago. And that RFP, the 21 cost accounting system and audit information, 22 which was pretty much written the same way that it</p> <p style="text-align: right;">Page 27</p>	<p>1 Business GWAC. We see this as not changing from 2 the Alliant Small Business GWAC to the Alliant 2 3 Small Business GWAC.</p> <p>4 So you can see that the cost 5 reimbursement, that it's important to us, and we 6 want contractors to small businesses that win 7 places on the Alliant 2 Small Business GWAC, we 8 want to insure that we have a preponderance of, as 9 many companies that have cost reimbursement type 10 contracting experience among the awardees because 11 we want to be able to offer this to our customers 12 on Day 1 of the contract, because many times many 13 of our customers in DOD actually had that 14 requirement as a past go-no go pass/fail on their 15 task order competition. So we need to make sure 16 on our contract, on the A2SB contract, that we 17 have adequate competition for our customers for 18 cost reimbursement type work.</p> <p>19 The second one is approved purchasing 20 system. And we understand that we may not have, 21 we may have two, if any, small businesses that 22 have an approved purchasing system. We understand</p> <p style="text-align: right;">Page 29</p>

<p>1 that. We did have one, maybe two contractors that</p> <p>2 won an Alliant 2, I mean, an original Alliant</p> <p>3 Small Business contract that bid. We (inaudible)</p> <p>4 valuation factor and Alliance Small Business, the</p> <p>5 original one. It still is in here, but it is</p> <p>6 something that most small businesses don't have,</p> <p>7 but it will be rated in the solicitation.</p> <p>8 As far as the forward pricing rate</p> <p>9 agreements, the forward pricing rate</p> <p>10 recommendations, and/or approved billing rates,</p> <p>11 those changes -- it's clear the documentation</p> <p>12 that's required we look, we look to see that you</p> <p>13 submit the documentation to us that shows that</p> <p>14 DPAA or DPMA has actually extended that to you,</p> <p>15 has actually audited that, and has given you the</p> <p>16 okay for that.</p> <p>17 We have the earned value management</p> <p>18 system, the acceptable estimating system. Again,</p> <p>19 all of the CMMI certifications, ISO 9001</p> <p>20 certifications, ISO 20,000 certifications, and ISO</p> <p>21 27,000. Those we see as relatively simple as</p> <p>22 documenting to us that you hold those</p> <p style="text-align: right;">Page 30</p>	<p>1 what previously performed means. There will be an</p> <p>2 amendment to the solicitation. We knew what it</p> <p>3 meant, and we just want to submit, we want to</p> <p>4 issue as part of an amendment to clarify what we</p> <p>5 meant by that.</p> <p>6 What we mean by previously performed for</p> <p>7 the purposes of the evaluation factor, it's</p> <p>8 defined as performance that took place before the</p> <p>9 issuance of the A2SB solicitation. And on top of</p> <p>10 that, performed means that actual performance has</p> <p>11 taken place.</p> <p>12 If there's only been a contract signed</p> <p>13 between two parties, and no work has taken place,</p> <p>14 and no performance has taken place, then that</p> <p>15 would not count. So previously performed, it's</p> <p>16 performance that took place before the issuance of</p> <p>17 the RFP, and performance means actual work has</p> <p>18 taken place.</p> <p>19 A business arrangement is considered to</p> <p>20 have previously performed if one of the following</p> <p>21 applicable conditions is met. An individual</p> <p>22 company that is not proposing as part of a joint</p> <p style="text-align: right;">Page 32</p>
<p>1 certifications. And then, of course, the facility</p> <p>2 clearance level.</p> <p>3 With a few questions about the facility</p> <p>4 clearance level, if there is an interim facility</p> <p>5 clearance level, facility clearance given to a</p> <p>6 company whether secret or top secret, we will</p> <p>7 accept an interim facility clearance because it</p> <p>8 basically is a facility clearance because they</p> <p>9 have given you the ability to work on the</p> <p>10 classified information, so we will accept an</p> <p>11 interim facility clearance designation. It has to</p> <p>12 clearly say that your facility has been cleared on</p> <p>13 an interim basis, and that work has started.</p> <p>14 Okay. In Volume 5, the organizational</p> <p>15 risk assessment, this is new from the draft RFP,</p> <p>16 one of the new items. What I would like to say</p> <p>17 about this is that a business arrangement for the</p> <p>18 purposes of this evaluation factor is defined as</p> <p>19 an individual company, a joint venture, or a prime</p> <p>20 contractor and its proposed first tier</p> <p>21 subcontractor team.</p> <p>22 We've gotten a lot of questions about</p> <p style="text-align: right;">Page 31</p>	<p>1 venture or with a team of subcontractors, they get</p> <p>2 the organizational risk assessment additional</p> <p>3 points. If you're proposing as an individual</p> <p>4 company, you get the points.</p> <p>5 A joint venture has previously performed</p> <p>6 work on a contract or a order. Prior to the</p> <p>7 issuance of the A2SB solicitation, if there's a</p> <p>8 joint venture that has actually performed work,</p> <p>9 that joint venture can receive the points for the</p> <p>10 organizational risk assessment.</p> <p>11 Now, as far as a prime and a team of</p> <p>12 subcontractors, each proposed subcontractor has</p> <p>13 previously performed on a contract or a order as a</p> <p>14 subcontractor to the offering prime contractor.</p> <p>15 Again, a lot of questions about this.</p> <p>16 What this means is that they, the CTA did not have</p> <p>17 to perform work as a team with all of the</p> <p>18 subcontractors. It simply means that each</p> <p>19 subcontractor proposed has to have, that prime</p> <p>20 contractor had to have subcontracted to them in</p> <p>21 the past.</p> <p>22 And it can't work the other way around.</p> <p style="text-align: right;">Page 33</p>

<p>1 If the prime subs to the proposed subcontractor, 2 that would not work. The prime contractor and the 3 team has to have been the prime contractor with 4 each one of the subcontractors that they're 5 proposing.</p> <p>6 Moving on to Volume 6, cost and price. 7 The first thing that we ask for under cost and 8 price is the basis of estimates. How you 9 determine your prices, how you determine your 10 indirect rates, profit, such as that, it's all 11 explained in the RFP.</p> <p>12 Our direct labor rates that we have -- 13 keep in mind that this is direct labor. These are 14 not low -- the ranges that we put into the 15 solicitation, those are not loaded rates. Those 16 are direct labor. That's only the wages to the 17 employees. It does not include fringe benefits. 18 Does not include indirect rates, GNA, or any 19 indirect rates. It's simply the direct labor, the 20 wages to the employees.</p> <p>21 We got all of our labor categories from 22 the Bureau, all of our labor rates that we use,</p> <p style="text-align: right;">Page 34</p>	<p>1 direct labor rates, whatever overhead, and 2 indirect rates, and whatever profit that they see 3 fit. If they do any of those, if they propose, if 4 they propose any rates that are outside the 5 ranges, either high or low, from the ones that we 6 provided, than the range that we provided, if they 7 provide indirect rates that are outside, that are 8 not in line with their most current BCAA, BCMA 9 approved billing rates, et cetera, or if they 10 propose profit that's greater than 7.5 percent, 11 the solicitation requires that, number one, the 12 offeror does that at their own peril. But if they 13 do, if you as an offeror do that, the RFP requires 14 you could send in an explanation as to why you 15 exceeded either the ranges or your own indirect 16 rate, or profit of 7.5 percent. If you do exceed 17 those, then you are required by the RFP to submit 18 a justification for that.</p> <p>19 Your prices are to be submitted to us on 20 J.P-8. It's the cost price template. We're 21 asking for you to provide only the rates, the 22 ceiling rates for year one of the contract. For</p> <p style="text-align: right;">Page 36</p>
<p>1 and, really, our methodology for coming up with 2 the range of direct labor rates, we got that as 3 explained in the RFP from the Bureau of Labor 4 Statistics.</p> <p>5 As far as the indirect rates and the 6 profits, offeror shall propose indirect rates 7 according to their most current BCAA, BCMA 8 approved billing rates, and our forward pricing 9 rate recommendations and/or agreements, if 10 available.</p> <p>11 As far as the direct labor rates, the 12 indirect rates, and then we have the profit that 13 we set as a fair and reasonable maximum profit of 14 7.5 percent, we established that knowing that 15 these labor rates that are going to be in the 16 contract are going to only apply to time and 17 material, and labor hour type contracts which is a 18 low risk type of contract for contractors. And we 19 established that profit at 7.5 percent.</p> <p>20 The one thing that -- and you can see 21 cautions in the RFP. Offerors, and let me make it 22 clear that offerors are free to submit whatever</p> <p style="text-align: right;">Page 35</p>	<p>1 instance, you are going to put in your, when you 2 propose on an individual labor category, you're 3 going to put the direct labor rate for that labor 4 category, you're going to apply your indirect 5 cost, your, any kind of labor burden, any kind of 6 indirect cost such as GNA or overhead, you're 7 going to apply those to the column, and what will 8 happen is it will auto populate the whole 9 spreadsheet for all ten years.</p> <p>10 The annual escalation for each one of 11 the years is the current Bureau of Labor 12 Statistics ECI. It's a three-year average. Right 13 now it stands at 1.93, and that's what it's being 14 escalated at right now. And don't forget that 15 there is a government cite spreadsheet, and a 16 contractor's cite spreadsheet, and a J.P-8.</p> <p>17 Another thing that I would like to 18 mention about the spreadsheet itself, if an 19 offeror has a different indirect rate structure 20 than that identified in Columns C through F, if, 21 for instance, if it doesn't fit, you have more, 22 you can adjust, that's one of the areas that you</p> <p style="text-align: right;">Page 37</p>

<p>1 can actually adjust the spreadsheet.</p> <p>2 Columns D through F can be adjusted to a</p> <p>3 accommodate that different indirect rates</p> <p>4 structure, so please be aware of that, that you</p> <p>5 can do that. And that is mentioned in the RFP.</p> <p>6 And before I leave the cost price, I</p> <p>7 just want to remind you that you're free to submit</p> <p>8 whatever direct labor rates that you see fit,</p> <p>9 whatever profit that you see fit, whatever</p> <p>10 overhead that you see fit. But if it goes outside</p> <p>11 of the lines that we've drawn in the RFP, then you</p> <p>12 have to provide us justifications for doing that.</p> <p>13 If not, in all of those cases the offerors pricing</p> <p>14 may be deemed to be not fair and reasonable.</p> <p>15 In Volume 7, responsibility, the only</p> <p>16 submittal and responsibility under Volume 7, it's</p> <p>17 the GSA Form 527, we submit these. Once we</p> <p>18 receive these forms, we have a financial analyst</p> <p>19 that actually looks through the form and do their</p> <p>20 financial analysis for us. They are very</p> <p>21 particular about the names of companies.</p> <p>22 When you fill out the GSA Form 527, make</p> <p style="text-align: right;">Page 38</p>	<p>1 subcontractor responsibility may affect the</p> <p>2 government's determination of the prospective</p> <p>3 prime contractor's responsibility. And it's the</p> <p>4 same way for a joint venture.</p> <p>5 We understand that the GSA Form 527 can</p> <p>6 have some very sensitive information for companies</p> <p>7 that they don't like to share. In the RFP, we've</p> <p>8 provided an out for that. And the out is, is that</p> <p>9 a subcontractor, or a member, a subcontractor on a</p> <p>10 prime subcontractor team, or a member of a joint</p> <p>11 venture, can submit their GSA Form 527 on a</p> <p>12 compact disc in a sealed envelope, can submit that</p> <p>13 to the offerors to commit in the proposal itself</p> <p>14 to us.</p> <p>15 It can't be sent directly to GSA. We</p> <p>16 will not consider any packages, Form GSA Form 527s</p> <p>17 that are sent directly to GSA from subcontractors</p> <p>18 or members of joint ventures. It has to be sent</p> <p>19 to the offeror to submit with their offeror.</p> <p>20 Everything has to be submitted by the offeror.</p> <p>21 There's nothing can be submitted outside of that</p> <p>22 to GSA.</p> <p style="text-align: right;">Page 40</p>
<p>1 sure you put your legal official name as it is on</p> <p>2 your, whether it's your state incorporation, or</p> <p>3 however you obtained the legal name of your</p> <p>4 company, make sure it is the full legal name. For</p> <p>5 instances, IBM would be International Business</p> <p>6 Machines. Just make sure that you have your full</p> <p>7 legal name on the GSA Form 527 because it helps</p> <p>8 expedite financial review on our side.</p> <p>9 For offerors proposing as an unpopulated</p> <p>10 joint venture, financial responsibility documents</p> <p>11 required by this Volume 7 must be submitted for</p> <p>12 each member of the joint venture.</p> <p>13 For a populated joint venture, financial</p> <p>14 responsibility documents required by Volume 7 must</p> <p>15 be submitted for the joint venture itself.</p> <p>16 We have gotten a lot of questions about</p> <p>17 the GSA Form 527, but before I get to what I was</p> <p>18 about to say, the other side of that is for</p> <p>19 offerors proposing as subcontractors, the GAS Form</p> <p>20 527 and all attachments must be provided by the</p> <p>21 offeror and all proposed subcontractors.</p> <p>22 Determinations of prospective</p> <p style="text-align: right;">Page 39</p>	<p>1 So we do understand the sensitivity, so</p> <p>2 subcontractors and members of JVs, as I said, can</p> <p>3 submit a CD with their GSA Form 527 in a sealed</p> <p>4 envelope to the offeror, and the offeror can</p> <p>5 provide that as part of their package, and GSA</p> <p>6 will open that package up.</p> <p>7 All right. That's actually takes care</p> <p>8 of all of the volumes for Section L of the</p> <p>9 solicitation.</p> <p>10 When you look at Section M, the</p> <p>11 evaluation practice for award, there's just a</p> <p>12 couple of things that I'd like to say because it's</p> <p>13 very straightforward in Section M, just mirroring</p> <p>14 the requirements in Section L and stating how</p> <p>15 those would be evaluated.</p> <p>16 The source selection process on the</p> <p>17 Alliant 2 Small Business GWAC will neither be</p> <p>18 based on the lowest price technically acceptable,</p> <p>19 nor tradeoffs. Within the best value continuum</p> <p>20 FAR 15.101 define best value as using any one, or</p> <p>21 a combination of source selection approaches.</p> <p>22 For the master contract, the highest</p> <p style="text-align: right;">Page 41</p>

<p>1 technically rated offerors with a fair and 2 reasonable price will determine the best value 3 basis for contract awards.</p> <p>4 The GWAC Program will issue multiple 5 awards to a maximum of 80 contractors. And as 6 stated in the RFP, even if there is single point 7 difference between Offeror 80 and Offeror 81, only 8 the offeror in the 80th position will receive an 9 award.</p> <p>10 In the event of a tie at the maximum 11 number 80 position, all offerors tied at the 8th 12 position will receive an award. And if there's a 13 tie earlier in the ranking of offerors, if there's 14 a tie, for instance, at number 39, one of the 15 offerors will take the 39th spot, and the other 16 offeror will take the 40th spot. So there will be 17 a maximum number of awards of 80, and it could be 18 more only in the instance that there are ties at 19 the exact 80th position.</p> <p>20 This concludes this A2SB Virtual 21 Prep-Proposal Conference. Remember that a 22 transcript of the two live sessions of the</p> <p style="text-align: right;">Page 42</p>	<p>1 again, everybody.</p> <p>2 OPERATOR: That does conclude today's 3 conference call. We thank you all for 4 participating. You may now disconnect and have a 5 great rest of your day.</p> <p>6 (Whereupon, at 2:57 p.m., the 7 PROCEEDINGS were adjourned.)</p> <p>8 * * * * *</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p style="text-align: right;">Page 44</p>
<p>1 pre-proposal conference conducted last week in 2 Washington, D.C. will be posted on FedBizOpps 3 shortly.</p> <p>4 And, again, the transcript of this 5 virtual pre- proposal conference will also be 6 posted on FedBizOpps.</p> <p>7 And again, you can also expect one or 8 more rounds of questions and responses to be 9 published on Federal Business Opportunity.</p> <p>10 As stated in the opening statement, if 11 there is a difference between what is said today 12 and the written language of the RFP, the written 13 language of the RFP governs. Only an RFP 14 amendment posted on FedBizOpps can change the RFP. 15 And remember the A2SB procuring contracting 16 officer is the sole point of contact for this 17 procurement, and can be reached at A2SB@gas.gov.</p> <p>18 OPERATOR: Thank you for your time, and 19 thank you for attending this pre-proposal 20 conference.</p> <p>21 MR. COLE: All right, Jennifer, that 22 wraps up our end. Thank you very much, and thanks</p> <p style="text-align: right;">Page 43</p>	<p>1 CERTIFICATE OF NOTARY PUBLIC</p> <p>2 DISTRICT OF COLUMBIA</p> <p>3 I, Carleton J. Anderson, III, notary 4 public in and for the District of Columbia, do 5 hereby certify that the forgoing PROCEEDING was 6 duly recorded and thereafter reduced to print under 7 my direction; that the witnesses were sworn to tell 8 the truth under penalty of perjury; that I am neither counsel for, 9 related to, nor employed by any of the parties to 10 the action in which this proceeding was called; 11 and, furthermore, that I am not a relative or 12 employee of any attorney or counsel employed by the 13 parties hereto, nor financially or otherwise 14 interested in the outcome of this action.</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19 (Signature and Seal on File)</p> <p>20 -----</p> <p>21 Notary Public, in and for the District of Columbia</p> <p>22 My Commission Expires: March 31, 2017</p> <p style="text-align: right;">Page 45</p>